

Message Text

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20

ACTION EB-07

INFO OCT-01 CIAE-00 COME-00 DODE-00 NRC-05 NSAE-00 TRSE-00

EUR-12 ERDA-05 ISO-00 ACDA-05 EA-07 NEA-10 /052 W

----- 072577

P R 071500Z NOV 75

FM AMEMBASSY PRAGUE

TO SECSTATE WASHDC PRIORITY 9135

INFO USMISSION OECD PARIS

C O N F I D E N T I A L PRAGUE 2850

EXCON

E.O. 11652: XGDS-1

TAGS: ESTC, COCOM, CZ, US

SUBJECT: U.S. COMPUTER PARTS TO CZECHOSLOVAKIA

1. WE HAVE RECEIVED TWO REQUESTS FROM AMERICAN COMPANIES, DIGITAL EQUIPMENT CORPORATION (VIENNA REP.) AND ELECTRONIC ASSOCIATES, INC. (PARIS REP.), FOR ASSISTANCE IN OBTAINING EARLY USDOC AND COCOM APPROVAL OF EXPORT LICENSES FOR SALES OF COMPUTER MAIN FRAMES AND PARTS TO CZECHOSLOVAKIA FTO KOVO (END-USER IN BOTH CASES: TECHNICAL CYBERNETIC INSTITUTE OF SLOVAK ACADEMY OF SCIENCES LOCATED IN BRATISLAVA.) TOTAL VALUE OF BOTH SALES CONTRACTS AMOUNTS TO NEARLY \$2 MILLION. BOTH COMPANIES HAVE BEEN PUT ON FIRM NOTICE BY KOVO THAT IF THEY DO NOT MEET DEADLINES FOR DELIVERY OF EQUIPMENT UNDER THESE TWO CONTRACTS, CHANCES FOR FUTURE BUSINESS WILL BE DRASITCALLY REDUCED AND, IN CASE OF EAI, PROBABLY CUT OUT ALTHOGETHER. IN FACT, DIGITAL EQUIPMENT CORP (DEC) BELIEVES THAT IF THEY CAN MAKE GOOD ON THIS YEAR'S CONTRACT THEY STAND TO SELL EQUIPMENT (MOSTLY MINI-COMPUTERS) TO CZECHOSLOVAKIA IN 1976 ALONE WORTH NEARLY \$3.5 MILLION.

2. THUS, DEC HAS REQUESTED EMBASSY ASSISTANCE IN OBTAINING STATUS REPORTS ON THREE KOVO ORDERS: BEWT CASE NO. - 17 75 07, FOR TOATL VALUE OF \$1.3 MILLION. EAI FRENCH REP., INDIMEX, WOULD BE EXTREMELY GRATEFUL
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FOR SIMILAR ASSISTANCE ON ITS LICENSE APPLICATION, BEWT

CASE NO. 16 18 39, WITH VALUE OF \$630,110.

3. IN CASE OF DEC, KOVO HAS STATED THAT ORDER WILL BE
CANCELLED IF COMPANY CANNOT MAKE DELIVERY BY MID-DECEMBER;
ANDHMN CASE OF EAI, BY NOVEMBER 28 (REPEAT NOVEMBER 28).

4. PLEASE ADVISE.
PERRY

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NNN

Message Attributes

Automatic Decaptioning: X
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Channel Indicators: n/a
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Concepts: STRATEGIC TRADE CONTROLS, COMPUTERS
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Copy: SINGLE
Draft Date: 07 NOV 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: GarlanWA
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: X1
Errors: N/A
Film Number: D750390-0112
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Reference: n/a
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Margaret P. Grafeld
Declassified/Released
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EO Systematic Review
06 JUL 2006

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